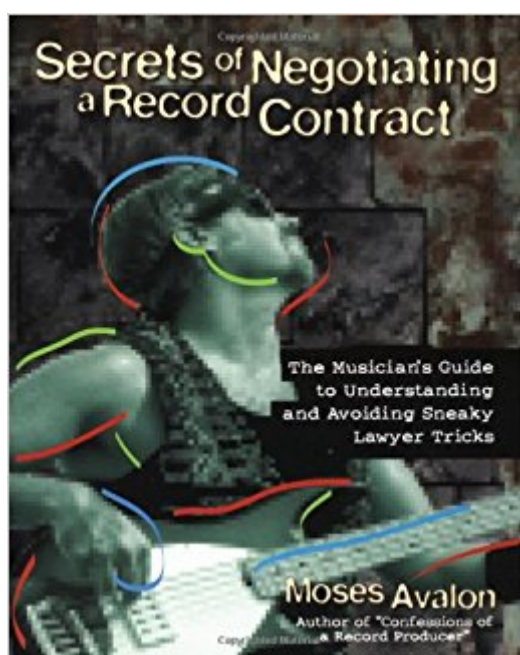


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Secrets Of Negotiating A Record Contract: The Musician's Guide To Understanding And Avoiding Sneaky Lawyer Tricks (Book)



Synopsis

The ultimate guide to understanding and avoiding, in the author's words, "sneaky lawyer tricks," *Secrets of Negotiating a Record Contract* helps artists recognize hidden agendas by exposing the multilayered language of recording agreements crafted by major label lawyers. Clause by clause, the newly updated book deconstructs actual contracts and translates them into "real English," presenting the original and decoded versions side by side. Focusing on artists' issues, such as advances, royalties, and distribution, this revealing handbook explains the need for each clause, offers advice on negotiating fine points, and outlines alternatives for developing new contracts. User-friendly and offering entertaining inside stories, *Secrets of Negotiating a Record Contract* clarifies common terms uniquely redefined by the music industry to put power back into the hands of those who make the music. Features: Explains the entire recording contract line by line in plain English Reveals over 100 key loopholes and double-dips that will cost artists money. Includes a glossary of major label recording-contract jargon

Book Information

Paperback: 356 pages

Publisher: Backbeat Books; Revised & Updated edition (August 6, 2001)

Language: English

ISBN-10: 087930636X

ISBN-13: 978-0879306366

Product Dimensions: 9.2 x 7.4 x 0.9 inches

Shipping Weight: 1.5 pounds

Average Customer Review: 4.6 out of 5 stars 7 customer reviews

Best Sellers Rank: #1,616,554 in Books (See Top 100 in Books) #112 in *Books > Law > Business > Entertainment* #867 in *Books > Arts & Photography > Music > Business* #916 in *Books > Arts & Photography > Music > Recording & Sound*

Customer Reviews

"Moses leaves you with a broader understanding and deeper sympathies for all involved." - Gig"
--Gig

Moses Avalon has produced and engineered records for major and independent labels, earning several gold and platinum awards. He lives in Miami.

Some information should be taught on the university level. Every music executive learning the business should be required to read this information. NO! The future business executives in the digital music business need to master/know this information to protect their future clients in the digital age. "To struggle and to understand. Never the last without the first. That is the law." George Mallory

Very extensive but some areas are vague and would require more explanation A must-read however, for newcomers to the music industry!

Not only is this book (and it's prequel, "Confessions of a Record Producer") the real deal, so is the man who wrote it. I was so impressed by his first book that I contacted him as a consultant on a producer/artist agreement I was negotiating (I am a producer). My goal was to come up with something that was actually fair to both parties and Moses got us to that point quickly. His suggestions were works of innovation that surprised and satisfied everyone. I also attended his 2-day seminar which dissects recording contracts. Here he dispelled the many misconceptions I had about record companies and their contracts AND he helped me to understand what is really being said in these contracts (and it's scary!). He is not a lawyer, but one of the most insightful men I've met. Lawyers pay HIM for his advice. He REALLY understands contracts and explain things in a manner no one else seems to be able to do - it must be a sixth sense.. Highly recommended reading. Both his books should be permanent reference books for anyone in the music business. Besides, they're fun reads, unlike most other "how-to" music-biz books.

Avalon fills the books with plain text translations of virtually every major clause in a standard record deal and makes it very easy to understand. He puts in plenty of narration and real world examples to let you see how each of these clauses can come into play and where loopholes lie so you won't just have to take your lawyer's word for really anything. Great book. Will save you tonnes of cash in legal fees and might end up saving your career. My only complaint is that he uses false names for all the stars he talks about in his examples to protect himself from being sued. But a lot of them are really famous so if you think about it you can figure a few out (I found the Michael Jackson one quite an eye opener). Definitely recommend it.

The music industry world is an alien environment for most of the emerging artists and many need guidance to avoid scams and legal glitches, this book can be a good guide in defeating those

lawyers that try to fool you into a deal. Despite the depth and professionalism, the book it isn't the best out there, *Music Business & Entertainment Law Contracts for Indie Recording Artist, Labels, Songwriters, Composers, Producers, Managers and All Others in the Record Industry. Binder / CD-ROM set (PC & Mac)*" by Ty Cohen is far better when dealing with all the aspects and it includes viewpoints from different men in the industry, and also includes clear and easy to understand examples

As soon as I bought the book I could not put it down I read it from top to bottom non-stop. This book is an easy read and very applicable. I highly recommend this book to gain greater insights in the Music business or any business. It was a great buy along with a couple of manuals purchased from Musicbrains.net entitled the Indie label Kit on, Music business 101, future of music and Guide to releasing an independent record by Tim Sweeney.

This book is easy to read. It goes straight to the point and gives you inside information so you can understand everything. I recommend this book to any kind of person, including lawyers (like myself).

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